Supplier's Role in Warfighter Readiness

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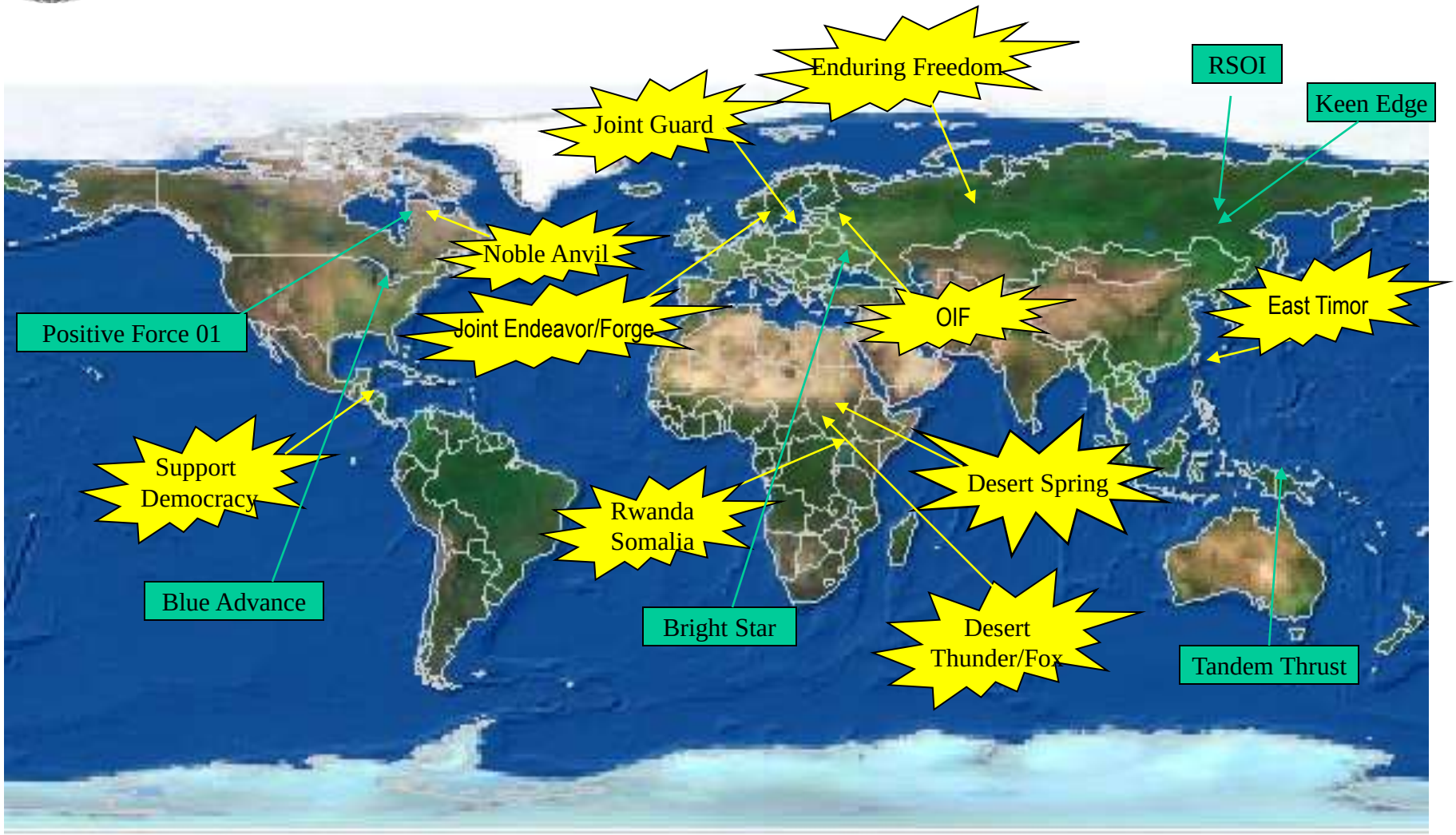
Director

Maritime Supplier Operations Directorate (F)

Agenda

- Warfighter's Worldwide Operations
- Business Overview
- What DSCC provides to the Warfighter?
- What Industry provides to the Warfighter?
  - Quality Product
  - Responsiveness / Responsible
  - Best Value

Increased Worldwide Operations



Contingencies

Exercises

Around the Clock … Around the World !

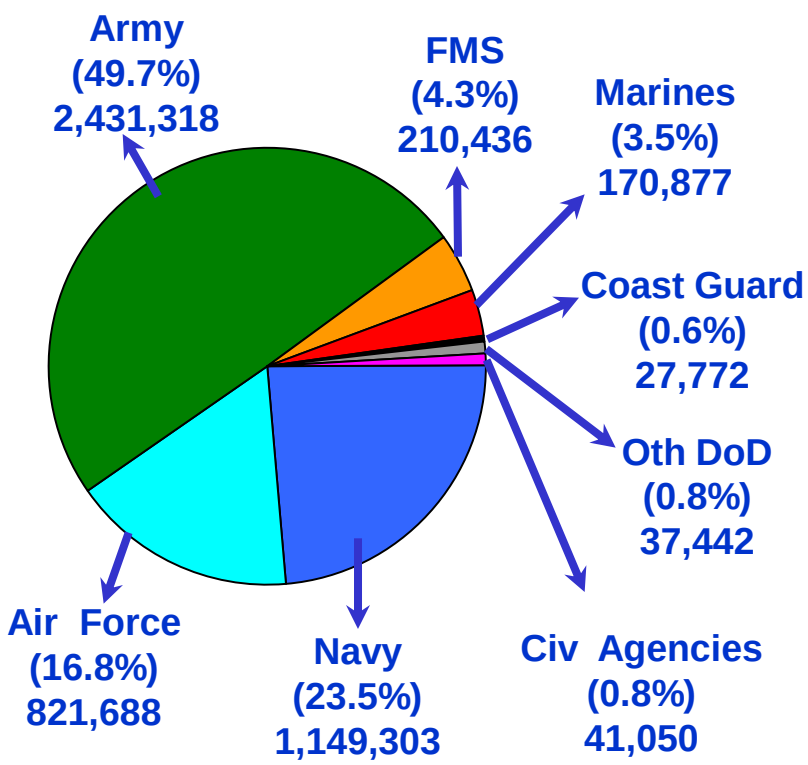
Business Base

- 4.9 M Reqs Annually
- 1.6 M NSNs
- $2.3B Sales
- 22,000 Customers
- 4,700 Suppliers

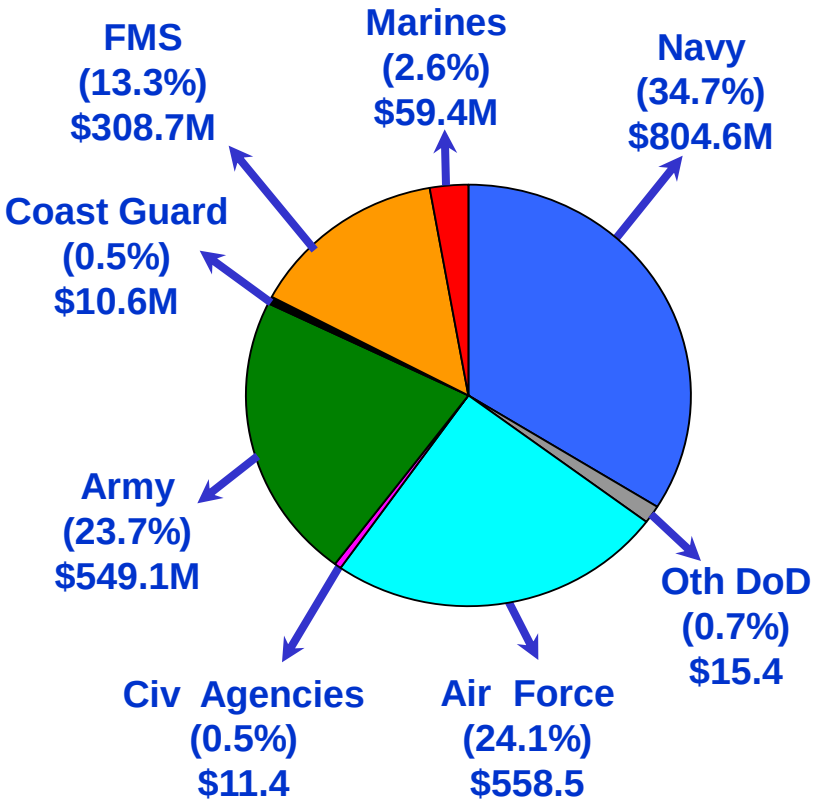
FY02 Customer Profile

DSCC

By Orders



By Sales



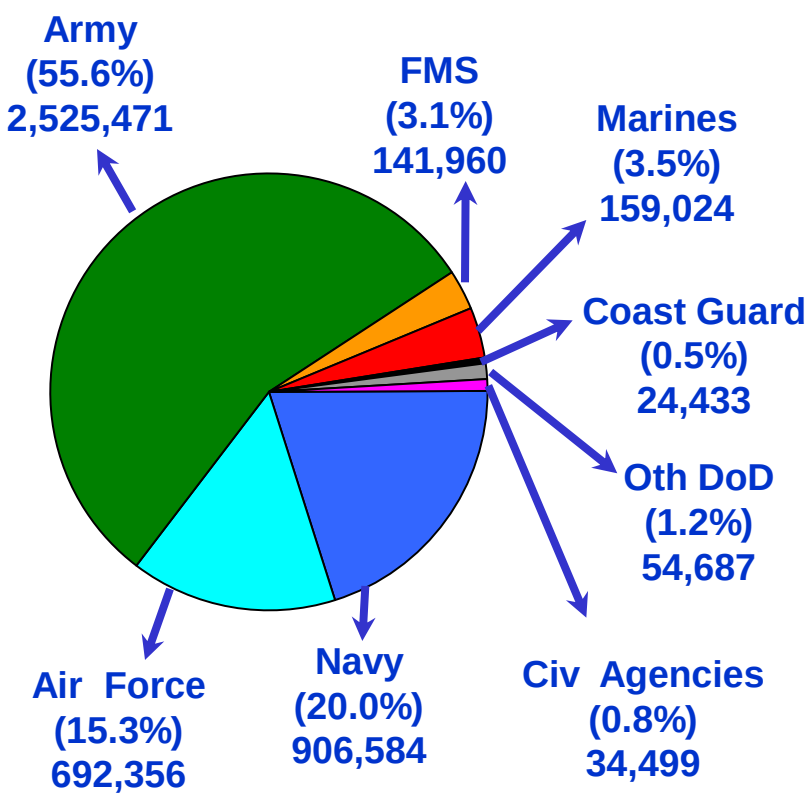
Total Dollar Value: $2.3B

Total Orders: 4.9M

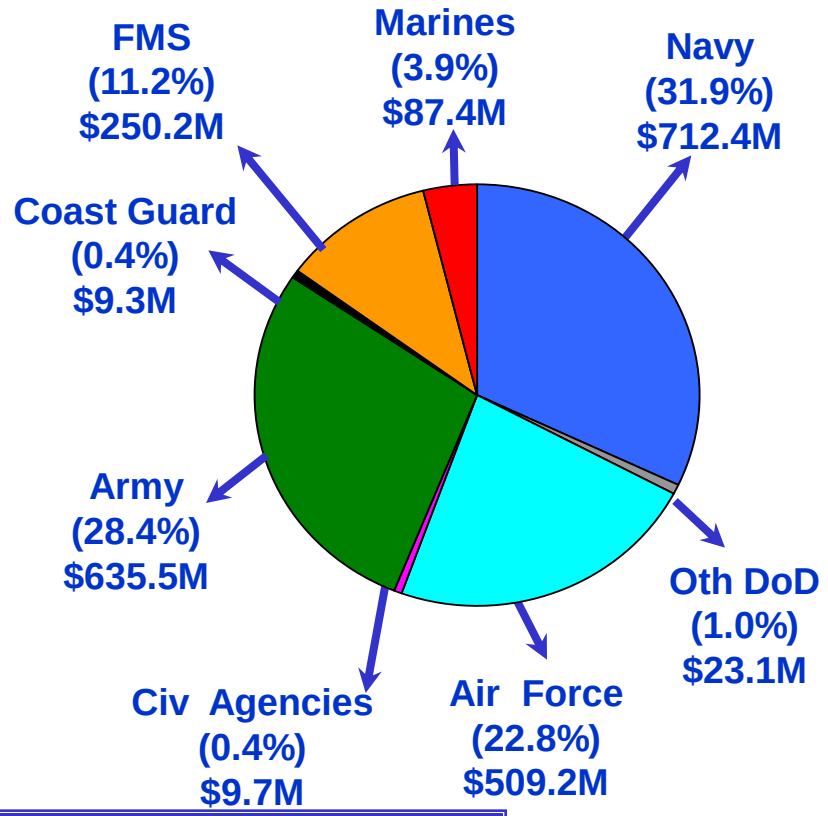
FY03 Customer Profile

DSCC

By Orders



By Sales



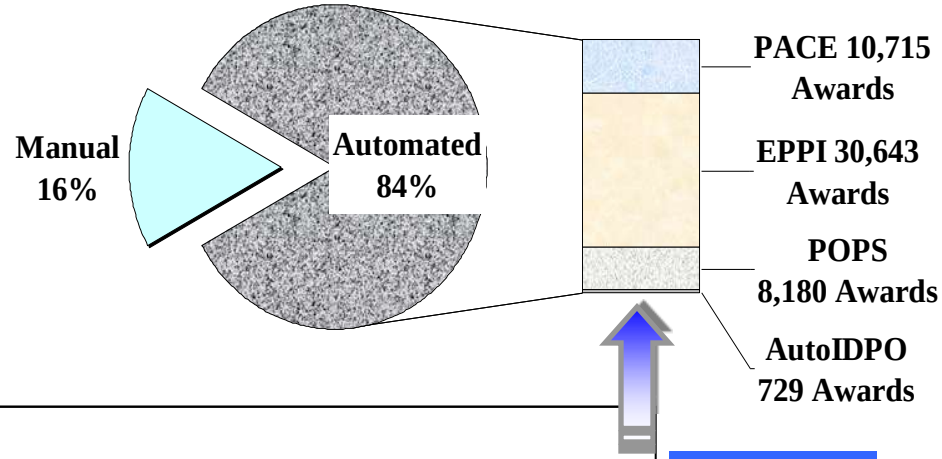
Total Dollar Value FYTD: $2.2B
Total Orders FYTD: 4.5M

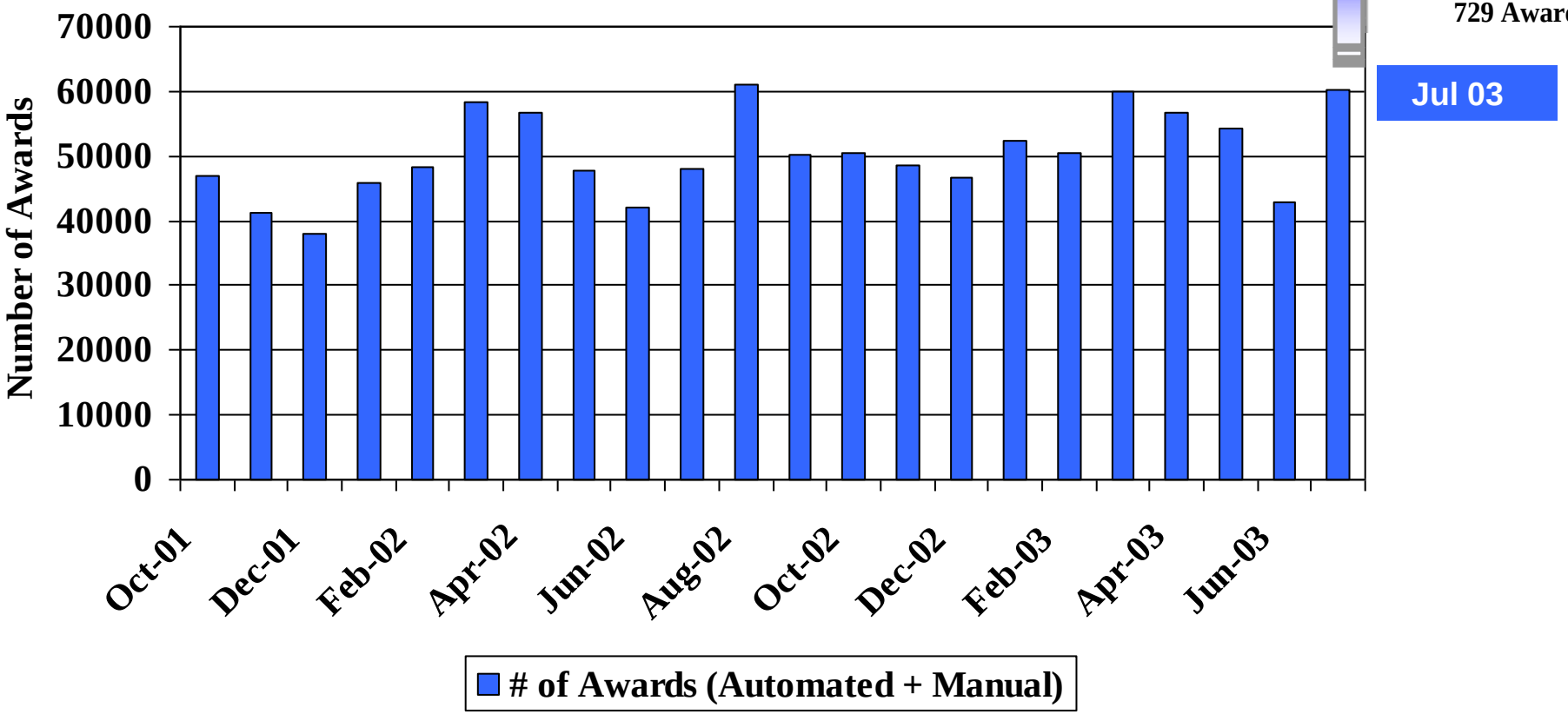
Through 7/31/2003

Workload Stats - FY02

- 588,421 Award Actions
- Purchases
  - 99.7% Actions – Small Purchase
- Average Award Value - $3,378
- Competitive Solicitations
  - 87.3% of Dollars
  - 87.5% of Actions
- Automated Award Actions
  - 31.4% Of Dollars
  - 78.1% Of Actions

Automated Award Actions

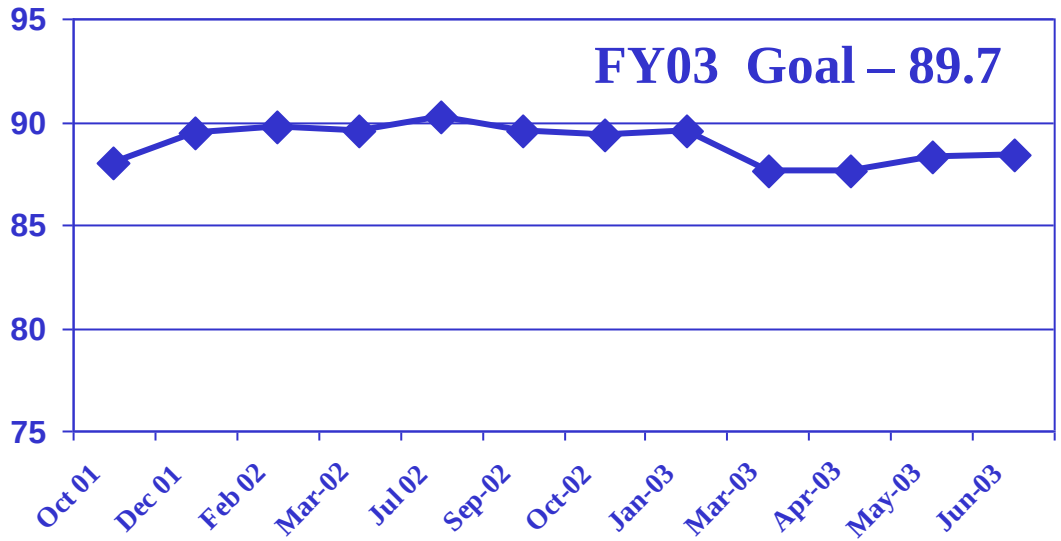




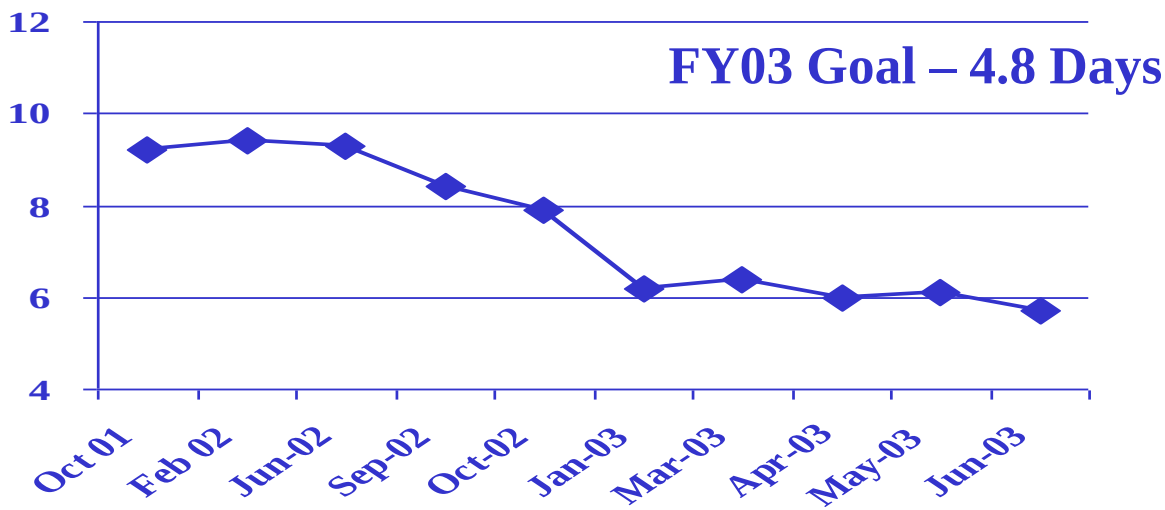
Key Metrics
Where You Make a Difference

DSCC

Order Fill Rate

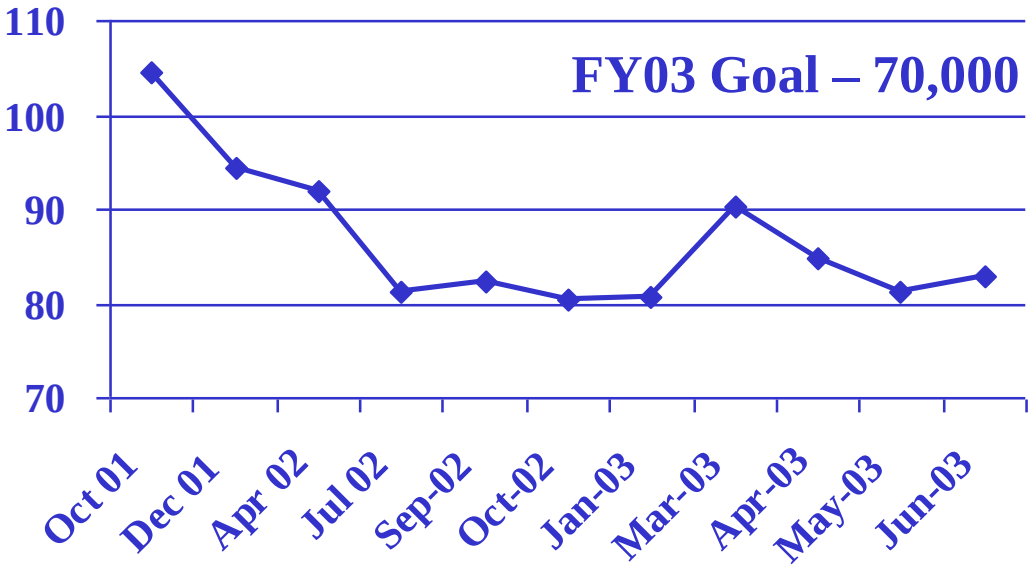


Logistics Response Time

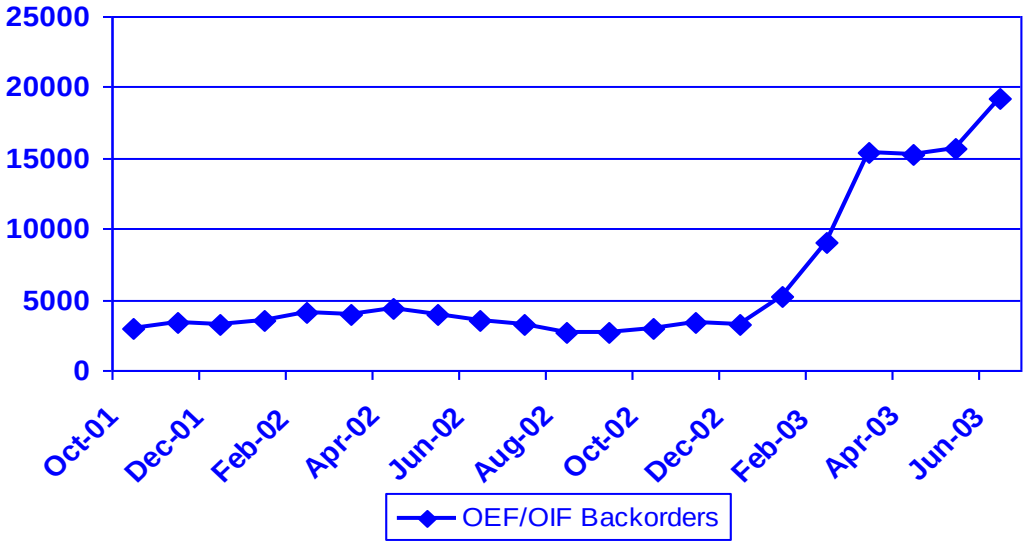


Key Metrics
Where You Make a Difference

Backorder

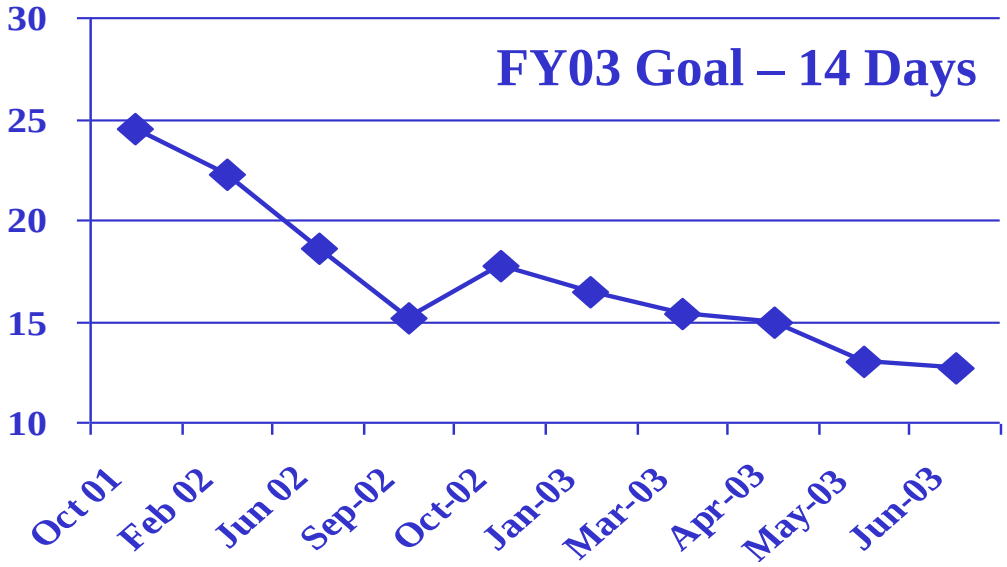


Backorder for Contingency Ops

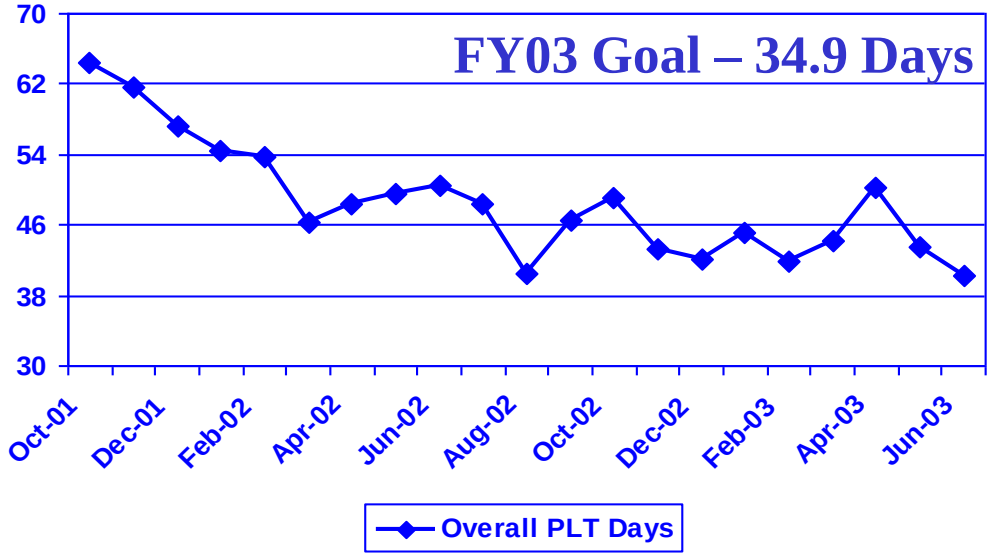


Key Metrics
Where You Make a Difference

PR Processing Time



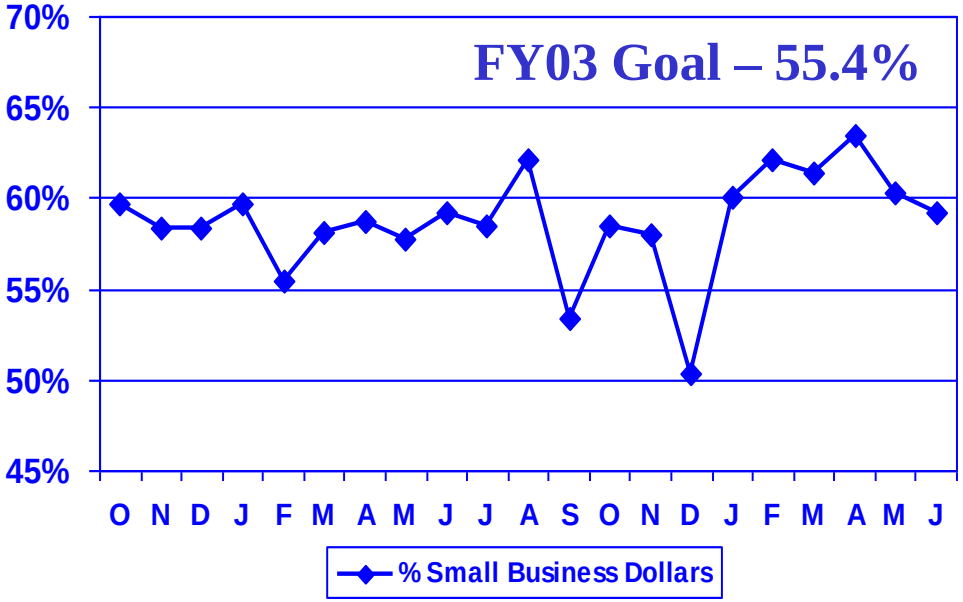
Production Lead Time



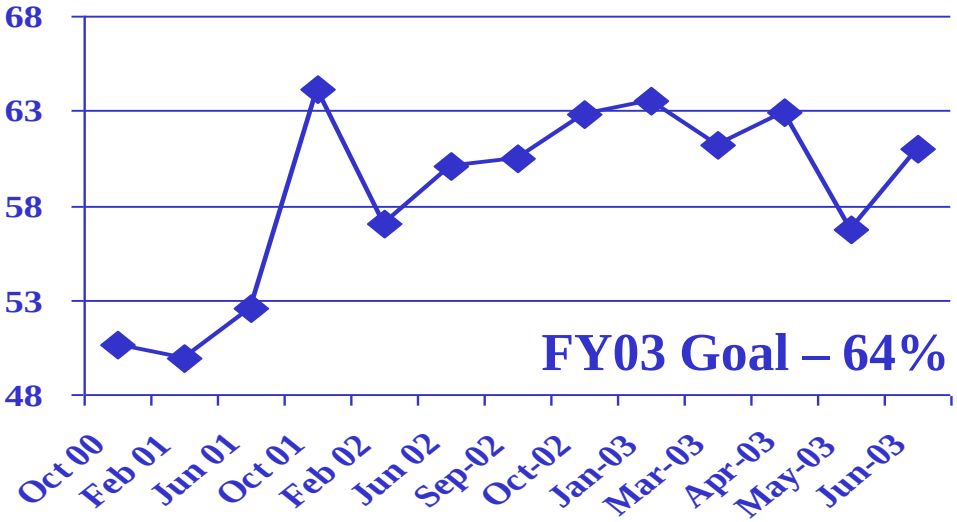
Key Metrics
Where You Make a Difference

DSCC

% Small Business Dollars Obligated

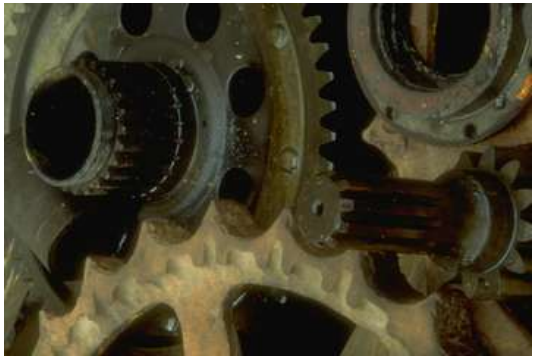


Shift To Commercial Practices



What We Are About …

DSCC



Right Item

Right Time

Right Place

Right Price

Every Time ….

Best Value Solutions
For
America's Warfighters!

Supporting the Warfighter

DSCC

DSCC WANTS YOU!

- **Quality Product**
- **Responsiveness / Responsible**
- **Best Value**

Supporting the Warfighter

DSCC

Right Item

- **Quality Product**
  - **Meets Technical Specifications**
  - **Understanding the Requirements / Capability to Produce**
  - **Timely Submission of First Article Testing / Product Verification Samples**
  - **Ensure coordination with DCMA (Administrative Procurement Contract Office)**

Supporting the Warfighter

DSCC

Right Time

- Responsiveness / Responsible
  - Timely Delivery of Product
  - Timely Quoting
  - Timely identification of contractual issues / problems
  - Incremental delivery
  - Subcontractor's responsibility for on time performance

Supporting the Warfighter

DSCC

- Best Value
  - Automated Best Value System (Performance/Delivery/Price)
  - Best Delivery Value
  - Competition
  - Saving the Taxpayer Dollars
  - Best Value is not always based on Price!

Right Price

Summary

- High Operational Tempo
- DSCC Role is Critical to the Warfighter's
- Industry is Pivotal to Supporting the Defense of this Nation